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Automotive News

June 9, 1986

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1965 GAZ-13 Chiaka

GLEN A. LUNDQVIST

Luxury cars born in '36 in U.S.S.R.

By Glen A. Lundqvist
SPECIAL CORRESPONDENT

The Soviet carmakers are promising a real challenge to the West this month as a brand new little Lada, called Samara, bows in Europe.

Designed with considerable input from Porsche, the car not only meets Western emission and safety standards, but carries a price tag matched only by the Yugo. Since the 1970s, various Lada models have outsold every other Russian car by far.

But the Russians also build large luxury models seldom seen on roads outside Eastern Europe.

The manufacture of prestige cars has quite a long tradition in the U.S.S.R.

The first limousines were built by ZIS (*Moskovsky avtozavod imeni Stalina* — The Automobile Factory of Moscow, named after Stalin) in 1936. Since 1950, exclusive seven-seaters have also been built by GAZ (*Gorkovsky automobilnyi zavod* — The Automobile Factory of Gorky).

Westerners got their first glimpse of a Russian luxury car at the 1937 World's Fair in Paris, where a ZIS-101 limousine was exhibited. And some found their way to Eastern Europe, notably to consulates. By the time war broke out between Germany and the So-

see U.S.S.R., page 16

GM to settle transmission lawsuits

By Helen Kahn
WASHINGTON BUREAU CHIEF

WASHINGTON — A national settlement of all remaining federal class-action suits against General Motors involving allegedly faulty transmissions is expected soon.

A document marked "Settlement," obtained by Automotive News, shows some 4 million 1976-80 GM vehicles are involved.

All the cases involve alleged problems with the THM-200 automatic transmission in vehicles larger than the Chevette. It was claimed that the transmission was poorly adapted for such vehicles and that mechanical and hydraulic problems led to premature failure.

The national settlement would require GM to deposit $17 million in escrow to cover repair costs. It would also make another $2.5 million available if more claimants than expected come forth.

The anticipated national settlement in Chicago upstages last week's settlement of a New York state class action against GM involving the THM-200 and THM-325 transmissions.

The THM-325 transmission, for front-wheel-drive vehicles, is also alleged to have problems that cause premature failure.

The New York agreement allows owners with complaints an opportunity for Better Business Bureau arbitration, thus paralleling a 1983 settlement GM made with the Federal Trade Commission on engine and transmission repairs.

In all the cases, GM denies the existence of any defect and says it is settling to avoid further costs of litigation.

The settlement in Chicago would wrap up three class actions filed in U.S. District Court for the Northern District of Illinois, Eastern Division: Skelton vs. GM; Newton vs. GM; and Fritz vs. GM.

The Chicago settlement would also resolve other cases pending in various courts: Attard vs. GM; Morgan vs. GM; and Haskins vs. GM, which had been consolidated with Groupe vs. GM.

Those cases involve some 5,000 named plaintiffs — far more than the 100 required for each

see GM, page 57

Hyundai Sonata goes on sales in Korea next month and is slated for eventual export

KNUT MOBERG

Hyundai to hike output for N. America

By Knut Moberg
SPECIAL CORRESPONDENT

SEOUL, South Korea — Hyundai Motor Co. is once again making a major production increase: from 450,000 this year to 600,000 next year. Most of the increase will go to the United States and Canada.

This year, Hyundai will build 300,000 Excels and 150,000 Stellars.

Until now, Hyundai's European exports have been limited mainly to England, Italy and the Benelux nations. But it plans to expand aggressively into Europe — when it adds even more capacity. Company officials said they have received numerous proposals from European firms seeking to import the cars.

Next month, Hyundai will introduce a new large car, Sonata, in its home market. It is slated for eventual export, although timing is undecided, according to Hyundai.

Sonata will have a 2.0-liter engine producing 110 horsepower; in addition, a 1.8-liter, 89-hp domestic version will be offered.

The new Sonata is 180 inches long, compared to the 161-inch Excel already marketed in the United States. Hyundai sells Excel and the slightly larger Stellar in Canada.

Supplier falters; NUMMI steps in

By Michelle Krebs
FINANCIAL EDITOR

General Motors has intervened in the bankruptcy proceedings of one of the vital suppliers to its joint venture with Toyota Motor Corp.

The court has given GM permission to take over the supplier's equipment and make essential parts if the bankruptcy proceedings threaten to halt production at the New United Motor Manufacturing Inc. plant in Fremont, Calif.

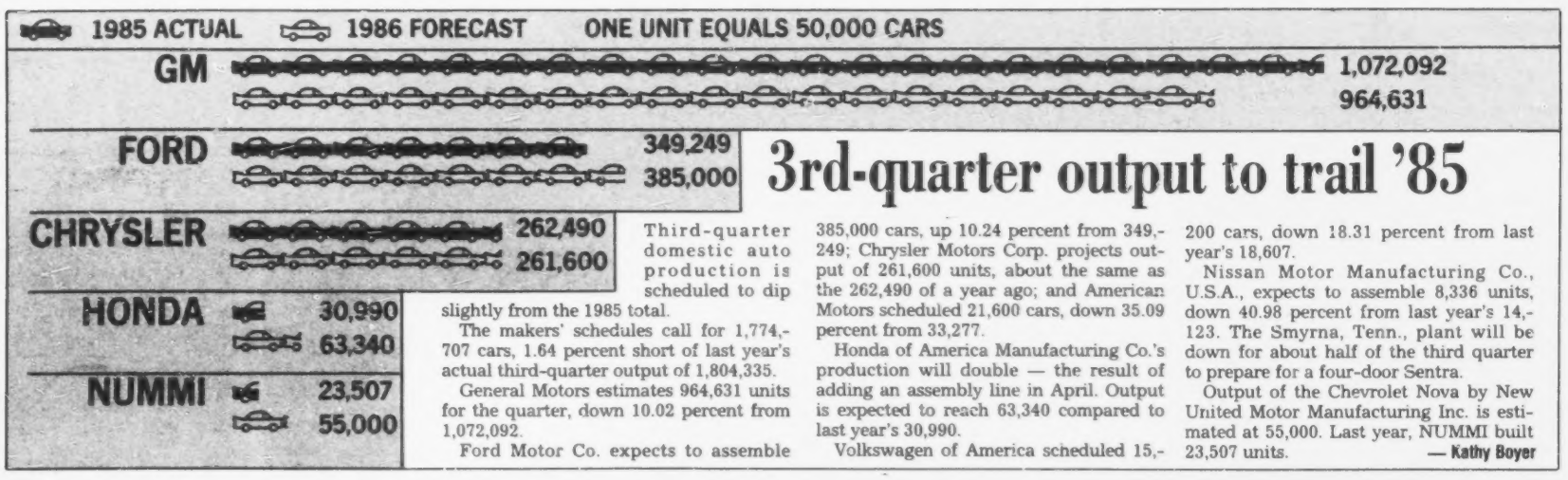
Bilcor Plastics Inc., a Hillsdale, Mich., company that manufactures and assembles plastic injection molds mainly for GM, supplies plastic interior moldings for the Chevrolet Nova.

Bilcor Plastics is embroiled in a battle between its two major shareholders and has entered into Chapter 11 protection from its creditors while it reorganizes under federal bankruptcy laws.

In court records filed in Detroit, NUMMI said if Bilcor Plastics fails to meet its daily obligation of components under the just-in-time inventory system, the NUMMI assembly line will halt within one to five days, costing NUMMI $6 million a day.

Since NUMMI's contract with the UAW contains "one of the strongest job security clauses in the American automobile industry," NUMMI would have to pay its unionized workers $360,000 a day.

The bankruptcy judge ruled in NUMMI's favor, allowing NUMMI to confiscate Bilcor Plastics' tooling used for production of the NUMMI components should the company fail to meet its daily delivery obligation.



3rd-quarter output to trail '85

Third-quarter domestic auto production is scheduled to dip slightly from the 1985 total.

The makers' schedules call for 1,774,707 cars, 1.64 percent short of last year's actual third-quarter output of 1,804,335.

General Motors estimates 964,631 units for the quarter, down 10.02 percent from 1,072,092.

Ford Motor Co. expects to assemble 385,000 cars, up 10.24 percent from 349,249; Chrysler Motors Corp. projects output of 261,600 units, about the same as the 262,490 of a year ago; and American Motors scheduled 21,600 cars, down 35.09 percent from 33,277.

Honda of America Manufacturing Co.'s production will double — the result of adding an assembly line in April. Output is expected to reach 63,340 compared to last year's 30,990.

Volkswagen of America scheduled 15,200 cars, down 18.31 percent from last year's 18,607.

Nissan Motor Manufacturing Co., U.S.A., expects to assemble 8,336 units, down 40.98 percent from last year's 14,123. The Smyrna, Tenn., plant will be down for about half of the third quarter to prepare for a four-door Sentra.

Output of the Chevrolet Nova by New United Motor Manufacturing Inc. is estimated at 55,000. Last year, NUMMI built 23,507 units.

— Kathy Boyer

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ac expects sell out Page 3
Complete coverage of UAW forum Page 6
Ford in review; Iacocca on the tube Page 58

Pontiac's LeMans model for 1988 is based on the Opel Kadett, here as an 18i

AUTOMOTIVE NEWS/JENNY L. KING

Pontiac expects LeMans to sell out

By Michelle Krebs
FINANCIAL EDITOR

Pontiac Motor Division believes it can sell more LeMans models than it will receive from General Motors' Korean partner, Daewoo Motor Co.

The subcompact debuts as a 1988 model in about a year. It was designed and engineered by Adam Opel AG, GM's operation in West Germany.

"We've always felt that we're probably going to be capacity constrained," said Pontiac General Manager J. Michael Losh. Pontiac will receive 85,000 units annually from the Daewoo plant's 150,000-unit capacity.

Losh predicted that the LeMans will be a roaring success. He said the car will not be an econobox and will fit in well with Pontiac's youthful, sporty image.

"It's not a me-too car," he said. "It's different from the Japanese offerings and any other GM offering."

It will be Pontiac's only subcompact entry so buyers won't have several subcompact lines to choose from at Pontiac dealerships. Losh also said the economics will be right. If the car were introduced today, it would be priced midway between Pontiac 1000, which the LeMans will replace, and the more upscale Sunbird.

In addition, Losh said, it will be sold as a Pontiac and will wear a Pontiac nameplate.

Pontiac's Grand Am is another chapter of Pontiac's success story, Losh noted. As of April, Pontiac share of GM's N-body production was increased from 28 percent to 50 percent. Grand Am production now takes up one entire plant in Lansing while Buick Somerset Regal and Oldsmobile Calais share another plant.

Losh said Pontiac doesn't expect to dip into production at the second plant but will be able to fulfill its needs in the future by adding overtime.

"But the Grand Am continues to be a little stronger than we expected," he said. Inventory levels for the Grand Am have been as low as a 13-day supply despite the production increase.

Losh said Pontiac has revised its sales forecast for the 1986 model year. The division had been shooting for 900,000 sales, which would have been a record, but has lowered its prediction to 850,000, which would not be a record. The division is still aiming for a record 900,000 for the calendar year.

J. Michael Losh

AUTOMOTIVE NEWS/JOE WILSSENS

Losh also said his division has increased its Customer Satisfaction Index. Two years ago, Pontiac ranked last among the GM divisions, but today it is running about even with the other divisions.

The Pontiac buyer, whose demographics tend to more closely resemble the demographics of the import buyer, tends to be more demanding than buyers of other GM cars, Losh said.

He said Pontiac receives lower CSI grades on its older-design models, with the 1000 receiving the lowest CSI rating. The Firebird also has a weak CSI rating because a Firebird buyer is a young, aggressive driver with high expectations for the car. The Pontiac STE has the highest CSI rating in GM.

The rating is lower for Pontiac dealerships that also handle competing GM makes, Losh noted. The CSI rating on a Pontiac 6000 usually is lower than the CSI rating on its sister cars, the Buick Century and Oldsmobile Cutlass Ciera, if the Pontiac is sold from the same dealership as the other GM models.

Move to Chrysler puts Lutz in line for chairman's job

By Mary Connelly
DETROIT REPORTER

The move by Robert A. Lutz from Ford Motor Co. to Chrysler Corp. puts another man in the running to succeed Chairman Lee A. Iacocca.

Lutz last week resigned from Ford, where he had been a director since 1982 and executive vice president — Truck Operations since March.

Lutz becomes an executive vice president of Chrysler Motors, the corporation's vehicle-making subsidiary, where he will oversee international, truck and component business operations.

Iacocca has called those areas Chrysler's top three growth priorities. Lutz is likely to oversee a widening international operation, which was slashed during Chrysler's hard times in the late 1970s.

Iacocca said Lutz will be nominated for a seat on the Chrysler Corp. board of directors.

In the interim, top duties at Ford Truck will be divided between Daniel L. Rivard, executive director — light truck product development, and Kenneth F. Smith, heavy-duty truck operations manager.

Lutz, 54, who at one time was considered a candidate for the Ford presidency, may now be be a contender for the Chrysler chairmanship when Iacocca, 61, retires.

Lutz will report to Chrysler Motors Chairman Gerald Greenwald, 50, also considered a potential successor to Iacocca. Lutz's chances for promotion are enhanced by the fact that he will be reporting directly to Greenwald instead of to Chrysler Motors President Harold K. Sperlich, 56, the unit's president.

Lutz's move also means that all of Chrysler Corp.'s chief operations are now run by former Ford executives. Chrysler's raid of Ford personnel began after Henry Ford II fired Iacocca as president of Ford Motor Co. in 1978.

Robert S. Miller, 44, Chrysler Corp. vice chairman, is chairman of the growing Chrysler Financial Corp. and, like Greenwald and Sperlich, is among those mentioned to succeed Iacocca.

Bennett E. Bidwell, 58, also a vice chairman, is responsible for Washington affairs; personnel and organization; public affairs; and corporate planning and marketing strategies.

All had previous careers at Ford and, with Iacocca, compose the five-member Corporate Executive Committee that has responsibility for Chrysler's overall activities.

With Lutz on board, Richard E. Dauch, 43, is the only member of Chrysler's top echelon who has not drawn a paycheck at the Glass House. Dauch, executive vice president — manufacturing at Chrysler Motors, is considered a rising star within the corporation.

Lutz will head a newly revamped truck operation at Chrysler. The new structure and personnel assignments are expected to be announced later this month. It is likely Chrysler will name a vice president for trucks, a position not now on the organizational chart.

Reporting to Lutz will be Michael Hammes, vice president of International Operations, who joined Chrysler last month. Hammes, too, is a former Ford executive and most recently was vice president — truck operations at Ford of Europe.

Lutz's recently formed international operation at Chrysler will include the Diamond-Star Motors Corp. task force; Japan operations; the Maserati liaison; worldwide procurement planning; international business development and strategy; export sales; and export parts and service sales.

Component business operations consist of 21 electronics, machining and diversified plants with combined sales of $2.7 billion in 1985 and 21,500 employees. Leroy H. Runk, vice president — component business operations, will report to Lutz.

Lutz said his move from Ford, which he joined in 1974, was sparked by the opportunity at Chrysler; it was not because he was disgruntled with Ford, he said.

In March, Ford shuffled its top international and North American Truck Operations management and changed Lutz's job from Ford of Europe chairman to executive vice president — truck operations, recalling him to Dearborn.

At the time, there was speculation that the new assignment could be read as a demotion. Lutz no longer reported to President Harold A. Poling. Lutz had held the job of executive vice president — Ford International Automotive Operations before returning to Europe in June, 1984, as Ford of Europe chairman.

The dual moves fueled speculation that Lutz was paying a price for a messy shakeup in top European management in 1984 and a personal style which, some said, clashed with Ford's new emphasis on familial corporate culture.

The publicity arising from the March reassignment apparently led to Chrysler's overtures to Lutz.

Robert Lutz

INDEX

Advertising news	20
Auction reports	46-48
Classified advertising	49-57
Dealing with dealers	18
Editorial page	10
Personnel	43
Production by makes	63
Registrations, car	26, 30
Sales, car	62
Service highlights	14
Truck highlights	12

Automotive News

60th year—No. 5131

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 965 E. Jefferson, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 965 E. Jefferson, Detroit, MI 48207.

Automotive News names Feast, Johnson

Two major Automotive News promotions — affecting both sides of the Atlantic — were announced by Editor Andrew R. McGill.

European Editor Richard Feast, 41, was named International Editor; he will move from London to Automotive News headquarters in Detroit.

Feast will be succeeded as European Editor by Detroit Reporter Richard Johnson, 32, who will establish an Automotive News office in Frankfurt, West Germany.

"These well-earned promotions will strengthen our coverage of the increasingly important international industry," McGill said. "Richard Feast's extensive knowledge of and experience in the international arena will be an important addition to our Detroit operations.

"Rick Johnson, one of our finest reporters, will continue the outstanding reporting traditions established for Automotive News in Europe by Feast. And by moving Johnson to Frankfurt instead of London, we'll be that much closer to where most of the European auto industry action is today."

The transfers will take effect this September, McGill said.

As International Editor, Feast will direct news gathering operations overseas, as well as oversee Automotive News bureaus in Washington, New York and Los Angeles. Feast joined Automotive News on a full-time basis in 1980, after two years as a correspondent for the newspaper.

As European Editor, Johnson will cover European manufacturers in Germany, France, Italy, Great Britain and Sweden, as well as coordinate the efforts of a half-dozen Automotive News correspondents in Europe. Johnson joined Automotive News in February 1984 and has primarily covered Ford Motor Co. and American Motors.

Asian firms seen growing in American plastics sales

MARBLEHEAD, Mass. — The two million passenger cars and light trucks which could be manufactured annually in North America by Japanese and Korean companies by the early 1990s will have major impact on the plastics and auto-parts industries.

This means that the purchasing power for almost 400 million pounds of plastic resin and 140 million pounds of elastomer will be held by a new group of participants, said Phillip Townsend Associates Inc.

A study by the company profiles the Japanese parts suppliers establishing operations in North America and documents their locations, types of parts being fabricated and plastics and elastomers likely to be used. Structures of joint ventures and parent company affiliations are also diagrammed.

Townsend noted that Japanese auto manufacturers and suppliers have increased their commitment to North American manufacturing facilities concentrated around new manufacturing hubs in Kentucky, Ohio, Tennessee, Illinois and Southern Canada.

Robert Eller, of Townsend, said, "A high degree of loyalty characterizes the auto original-equipment-manufacturer/supplier relationship in Japan. It is probable that Japanese auto OEMs will prefer working with suppliers with the same cultural tradition with whom they have done business for decades.

"This preference creates a circle of events which results in investment by Japanese auto-parts suppliers and resin companies in North America."

The Townsend firm said that the pressure exerted by Japanese auto companies on their parts and materials suppliers strongly encourages investment in North American facilities. In effect, Townsend said, the auto OEM says that if you wish to supply in Japan and Taiwan, you must supply in North America as well.

Japanese suppliers are likely to introduce new materials technologies, especially for polypropylene compounds, Townsend said.

Japanese elastomeric parts fabricators are also establishing manufacturing operations in North America. The pattern is somewhat different, the study said, since major Japanese elastomer fabricators have had sales and distribution offices in North America for years and tend to be more independent than auto plastics fabricators.

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IMPORT REGISTRATION SHARES IN U.S.

	FEBRUARY					TWO MONTHS				
	Regis., February 1986	Percent Share of Market	Regis., February 1985	Percent Share of Market	Pct. Pt. Change '86 vs. '85	Regis., 2 mos., 1986	Percent Share of Market	Regis., 2 mos., 1985	Percent Share of Market	Pct. Pt. Change '86 vs. '85
Honda	44,436	18.79	40,045	20.04	−1.25	93,629	18.22	80,859	19.94	−1.72
Toyota	39,336	16.63	37,771	18.90	−2.27	89,687	17.45	79,307	19.56	−2.11
Nissan	39,308	16.62	36,421	18.23	−1.61	85,959	16.73	73,448	18.12	−1.39
Mazda	18,600	7.87	12,816	6.42	+1.45	42,550	8.28	25,170	6.21	+2.07
VW	14,903	6.30	12,277	6.14	+0.16	31,966	6.22	23,573	5.82	+0.40
Subaru	14,903	6.30	12,277	6.14	+0.16	31,475	6.12	24,411	6.02	+0.10
Volvo	7,797	3.30	7,821	3.91	−0.61	16,349	3.18	15,566	3.84	−0.66
Mercedes	7,656	3.24	6,181	3.10	+0.14	16,033	3.12	13,466	3.32	−0.20
BMW	5,965	2.52	6,223	3.11	−0.59	13,130	2.56	12,173	3.00	−0.44
Colt/Vista	5,639	2.38	--	--	−0.00	12,175	2.37	--	--	−0.00
Audi	--	--	5,192	2.60	−0.00	--	--	10,584	2.61	−0.00
Others	38,351	16.22	23,483	11.75	+4.47	80,929	15.75	46,881	11.56	+4.19
TOTAL	236,477		199,817			513,882		405,438		
Share of U.S. Total		28.76		25.60	+3.16		29.62		25.96	+3.66

Numbers for Oklahoma from manufacturers' sales records.

February import registrations climb; market share tops 1985

By Jenny L. King
DETROIT REPORTER

Registrations of new imported cars in February were up 18.35 percent over last year's total.

Their penetration of the U.S. market was 28.76 percent, down from January's 30.39 percent, but more than three percentage points above the 25.60 percent in February 1985.

Import registrations compiled by R.L. Polk & Co. showed a total of 236,477 in February compared with 199,817 for the same month a year earlier.

Honda, whose numbers include imported and U.S.-built passenger cars, remained the top importer in new-vehicle registrations, both for February and for the year to date. Dodge Colt/Vista replaced Audi as the 10-place import in February and for the two months.

Import penetration at the end of two months was 29.62 percent, up dramatically from 25.96 percent for the same period of 1985. Registrations totaled 513,883, up 26.75 percent from 405,438 last year.

Japanese cars represented 70.09 percent of February's registrations, down from 71.46 percent in 1985. West German products cornered 13.07 percent, off from 13.32 percent and U.S.-assembled imports (Nissan Sentra, Honda Accord and Volkswagen Golf) climbed to 9.94 percent from 8.12 percent.

Totals by countries of origin were:

	Feb. 1986	Feb. 1985
Japan	165,741	142,784
West Germany	30,905	26,623
United States	23,501	16,235
Sweden	11,007	10,416
Yugoslavia	2,029	0
Great Britain	1,379	1,320
France	1,268	1,937
Italy	513	502
Korea	134	0
TOTAL	236,477	199,817

At the end of two months, 71.37 percent of the total import registrations came from Japan. West Germany sourced 12.88 percent and 9.06 percent were U.S.-assembled. Two-month numbers are as follows:

	2 Mos., 1986	2 Mos., 1985
Japan	366,752	290,912
West Germany	66,179	54,384
United States	46,569	31,211
Sweden	22,976	21,120
Yugoslavia	4,304	0
Great Britain	3,300	2,882
France	2,706	3,999
Italy	962	930
Korea	134	0
TOTAL	513,882	405,438

Imported-truck registrations dropped 3.00 percent in February, to 72,251 from 74,487. It was the first decline for trucks in several years. For example, Nissan, which includes U.S. and imported trucks, plunged 35.50 percent year to year. The top importers and their numbers were:

	Feb. 1986	Feb. 1985
Toyota	28,158	26,470
Nissan	15,302	23,725
Mazda	8,748	8,496
Isuzu	6,721	—
Dodge Ram 50	—	6,116
Others	13,322	9,680
TOTAL	72,251	74,487

Year-to-date truck registrations of 150,677 were up 3.66 percent from 145,360 in 1985. Numbers for the major makers were as follows:

	2 Mos., 1986	2 Mos., 1985
Toyota	61,644	53,471
Nissan	30,086	44,245
Mazda	18,793	16,948
Isuzu	13,693	—
Dodge Ram 50	—	11,237
Others	26,461	19,459
TOTAL	150,677	145,360

MARKET SHARES

FEBRUARY
1986 VS. 1985

Make	1986 Market Share	1985 Market Share	Pct. Pt. Change '86 vs. '85
Chevrolet	14.73	14.50	+0.23
Ford	12.50	13.04	−0.54
Oldsmobile	9.88	9.50	+0.38
Pontiac	7.54	6.48	+1.06
Buick	6.96	8.27	−1.31
Honda	5.40	5.18	+0.22
Toyota	5.17	5.08	+0.09
Nissan	4.96	4.70	+0.26
Mercury	4.30	4.88	−0.58
Dodge	3.48	4.50	−1.02
Plymouth	3.15	3.70	−0.55
Chrysler	2.85	3.21	−0.36
Cadillac	2.80	2.77	+0.03
Mazda	2.45	1.61	+0.84
Subaru	1.84	1.51	+0.33
VW	1.81	1.56	+0.25
Lincoln	1.40	1.73	−0.33
Volvo	0.94	1.00	−0.06
Mercedes	0.92	0.86	+0.06
AMC	0.79	1.46	−0.67
BMW	0.76	0.78	−0.02
Colt/Vista	0.70	--	--
Audi	--	0.68	--
Other Imports	4.67	3.00	+1.67
Misc. Dom.	0.00	0.00	−0.00
TOTAL	1,734,787	1,561,715	

Based on new-car registrations from R. L. Polk & Co. Oklahoma from manufacturers' sales records.

TOP CARS

U.S. registrations for two months of 1986. Oklahoma numbers from manufacturers' sales records.

1986 Position		Make	1985 Position
1—	255,504	Chevrolet	226,425 — 1
2—	216,876	Ford	203,650 — 2
3—	171,362	Oldsmobile	148,413 — 3
4—	130,794	Pontiac	101,172 — 5
5—	120,840	Buick	129,155 — 4
6—	93,629	Honda	80,859 — 6
7—	89,687	Toyota	79,307 — 7
8—	85,959	Nissan	73,448 — 9
9—	74,578	Mercury	76,210 — 8
10—	60,291	Dodge	70,252 —10
11—	54,669	Plymouth	57,867 —11
12—	49,432	Chrysler	50,126 —12
13—	48,511	Cadillac	43,239 —13
14—	42,550	Mazda	25,170 —15
15—	31,966	Subaru	23,573 —17
16—	31,475	VW	24,411 —16
17—	24,224	Lincoln	26,937 —14
18—	16,349	Volvo	15,566 —19
19—	16,033	Mercedes	13,466 —20
20—	13,804	AMC	22,791 —18
21—	13,130	BMW	12,173 —21
22—	12,175	Colt/Vista	— —
——	—	Audi	10,584 —22
	80,929	Other Imports	46,881
	20	Misc. Dom.	40
	1,734,787	TOTAL	1,561,715

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.
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Pistilli 1st woman dealer for Ford in New Jersey

PARAMUS, N.J. — A Bergen County woman is the first female Ford dealer in New Jersey.

Carol Pistilli, Pistilli Ford, succeeded her late husband in managing the dealership that has been family-owned for 24 years.

"At first, I was pressured to sell the business because 'no one ever heard of a lady car dealer,'" Pistilli said. "But anyone who knows me realizes that if someone says, 'You can't do it,' then I'll do it."

"Carol Pistilli has surpassed the performance expected of all new-car dealers," said Robert Lusko, Ford's New York district sales manager. "Pistilli's sales of both new cars and trucks have increased due to the outstanding leadership in sales and service."

Pistilli Ford has been awarded the Ford Distinguished Service Award for the past eight years.

Pistilli realizes she faces challenges as a woman car dealer.

"Some people find it hard to deal with a woman when shopping for a car, but today women are becoming more involved in the car-buying process," Pistilli said. "Women also have a different way of treating both customers and employes.

"I think we can be more compassionate and sometimes we're even nicer to get along with."

Pistilli plans major renovations for the 3½-acre dealership, including a remodeled showroom, increased office space and a computerized telephone system.

"We're very pleased with Pistilli Ford and its new dealer," said Lusko. "Carol brings to the dealership a greater sensitivity to the buying public as well as her employees."

Volvo Netherlands reports '85 profit

HELMOND, The Netherlands — Volvo Car BV showed a profit for 1985 — but just barely. Its after-tax income was $714,000 on sales of $786 million.

The company said, "Whereas sales, manpower levels, production volume and sales volume showed a steady upward trend, there was, on the other hand, a strong increase in investments and development costs."

The company — 30 percent owned by Volvo Car Corp. — has just launched the 480-ES coupe, the first of a new generation of products from the Dutch company.

Retail sales rose 4 percent to 110,302 units last year. The company is increasing its production capacity to 150,000. Employment at the end of 1985 year was 6,842, up 8 percent.

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AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R.L. Polk & Co. Statistical Report
MARCH, 1986 VERSUS MARCH, 1985

	1986 Month	1986 Year	1985 Month	1985 Year
AMC Alliance FWD	4,315	13,538	6,836	18,928
Encore FWD	1,158	3,977	4,754	12,645
Eagle 4WD	98	378	363	888
Eagle 4WD SW	555	2,037	839	3,122
TOTAL AMC	6,126	19,930	12,792	35,583
Chrysler Laser FWD	2,265	6,330	6,632	13,880
LeBaron GTS FWD	6,553	17,127	3,630	8,835
LeBaron FWD	7,456	21,557	7,503	19,670
LeBaron SW FWD	551	1,634	618	1,798
E Class-NY FWD	4,496	12,443	5,113	14,325
NY Fifth Ave-Newpt	8,028	19,690	7,803	22,917
Total	29,349	78,781	31,299	81,425
Plymouth Horizon FWD	6,538	19,906	11,219	28,671
Turismo FWD	3,620	10,375	7,053	16,636
Reliant FWD	7,050	28,521	10,699	28,320
Reliant SW FWD	2,458	7,817	2,580	7,605
Caravelle FWD	3,196	8,897	3,569	9,139
Gran Fury	1,141	3,156	1,867	4,483
Total	24,003	78,672	36,987	94,854
Dodge Omni FWD	6,064	17,206	9,411	23,411
Charger FWD	3,801	10,975	7,218	17,570
Daytona FWD	3,016	8,165	6,067	12,786
Aries FWD	5,944	19,358	7,437	23,024
Aries SW FWD	1,795	6,153	2,439	6,603
Lancer FWD	4,837	12,393	2,690	7,202
600/400 FWD	4,763	12,921	5,431	14,504
Diplomat	2,313	5,653	3,430	9,275
Total	32,533	92,824	44,123	114,375
TOTAL CHRYSLER CORP.	85,885	250,277	112,409	290,654
Ford Escort FWD	23,005	78,386	23,047	69,152
Escort SW FWD	6,763	21,650	5,911	17,793
EXP FWD	57	225	2,879	8,546
Mustang	14,255	38,087	13,910	38,781
Tempo FWD	20,021	70,565	41,216	83,640
Taurus FWD	10,989	22,722	0	0
Taurus SW FWD	4,049	7,885	0	0
LTD	3,239	12,537	14,215	36,204
LTD SW	870	3,280	4,287	10,539
LTD Crn. Victoria	9,557	25,168	12,234	31,365
LTD Crn. Victoria SW	1,791	4,794	2,382	6,296
Thunderbird	11,584	37,757	13,493	34,908
Total	106,180	323,056	133,574	337,224
Lincoln Town Car	8,994	27,169	10,071	26,931
Mark VII	1,717	4,587	1,730	5,818
Continental	1,668	4,847	3,031	9,020
Total	12,379	36,603	14,832	41,769
Mercury Lynx FWD	4,255	15,413	4,918	14,201
Lynx SW FWD	792	2,919	1,138	3,220
Capri	1,026	2,738	1,412	3,935
Topaz FWD	4,758	15,992	10,793	22,207
Sable FWD	5,291	11,016	0	0
Sable SW FWD	1,469	3,096	0	0
Marquis	1,618	5,952	8,338	21,359
Marquis SW	171	611	840	2,309
Grand Marquis	8,509	22,620	11,401	28,746
Grand Marquis SW	789	2,274	1,114	3,080
Cougar	8,128	28,753	10,442	27,549
Total	36,806	111,384	50,396	126,606
Lincoln-Mercury Division Total	49,185	147,987	65,228	168,375
TOTAL FORD MOTOR CO.	155,365	471,043	198,802	505,599
Buick Skylark FWD	0	0	9,578	25,812
Skyhawk FWD	5,324	13,579	7,232	18,059
Skyhawk SW FWD	372	1,038	548	1,595
Somerset Regal FWD	7,328	29,199	7,632	18,741

	1985 Month	1985 Year	1984 Month	1984 Year
Century FWD	14,855	52,949	14,926	41,534
Century SW FWD	1,537	4,907	2,050	6,221
Regal	6,545	21,406	8,107	25,003
LeSabre	0	0	10,817	31,942
LeSabre FWD	5,842	13,222	0	0
Electra FWD	9,296	30,661	5,871	16,046
Buick SW	1,142	3,130	1,124	3,583
Riviera FWD	1,321	4,311	3,905	12,409
Total	53,562	174,402	71,790	200,945
Cadillac DeVille	0	0	301	1,140
DeVille FWD	12,718	45,147	7,519	20,485
Cimarron	1,624	4,863	1,686	3,715
Fleetwood & Chassis	5,067	11,570	3,560	11,003
Fleetwood FWD	0	0	2,905	8,215
Eldorado FWD	1,706	5,554	5,252	15,076
Seville FWD	1,173	3,665	2,461	7,289
Total	22,288	70,799	23,684	66,923
Chevrolet Nova	8,558	35,183	0	0
Chevette	7,415	18,128	10,180	33,042
Camaro	14,749	36,280	17,188	47,227
Cavalier FWD	23,119	90,823	27,847	75,223
Cavalier SW FWD	4,050	15,972	6,279	16,803
Citation FWD	0	0	6,614	17,916
Celebrity FWD	24,038	77,003	21,415	56,121
Celebrity SW FWD	6,234	18,335	6,319	17,516
Monte Carlo	8,855	23,157	9,814	25,028
Impala	0	0	4,547	12,208
Caprice	15,699	42,263	12,088	33,690
Chevrolet SW	3,976	10,517	4,521	13,023
Corvette	2,971	7,507	3,425	8,865
Total	119,664	375,168	130,237	356,662
Oldsmobile Firenza FWD	2,586	7,266	4,021	10,785
Firenza SW FWD	394	1,231	960	2,542
Calais FWD	9,943	24,803	9,442	24,108
Cutlass Ciera FWD	20,416	74,255	24,615	59,521
Cutlass Ciera SW FWD	2,379	7,284	3,476	9,368
Cutlass Supreme-Calais	15,455	56,357	18,326	49,449
Delta 88	0	0	16,042	44,857
Delta 88 FWD	13,540	32,635	0	0
98 FWD	11,676	38,435	9,276	25,518
Oldsmobile SW	1,763	5,037	2,055	4,878
Toronado FWD	1,073	3,284	3,050	8,550
Total	79,225	250,587	91,263	239,676
Pontiac 1000	2,125	5,160	1,783	5,571
Firebird	7,788	19,708	8,468	21,863
Sunbird FWD	6,574	25,457	9,074	22,881
Sunbird SW FWD	402	1,421	661	1,907
Grand Am FWD	17,671	44,315	8,766	22,831
Bonneville	3,055	12,085	4,846	12,387
6000 FWD	11,730	39,241	10,949	28,026
6000 SW FWD	1,078	2,874	1,191	3,202
Grand Prix	3,104	11,587	5,097	13,164
Parisienne	6,656	16,088	4,017	11,727
Pontiac SW	1,287	3,261	1,222	3,307
Fiero	5,010	16,077	8,117	18,517
Total	66,480	197,274	64,211	165,383
TOTAL GM CORP.	341,219	1,068,230	381,185	1,029,589
Miscellaneous Domestic	6	26	15	55
Domestic Station Wagon Total	46,667	139,157	52,554	146,310
Domestic Grand Total	588,601	1,809,506	705,203	1,861,480
Import Total	259,487	773,369	221,699	627,137
Grand Total All Registrations	848,088	2,582,875	926,902	2,488,617

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oklahoma.

March registrations trail '85 by 8 pct.

By Jenny L. King
DETROIT REPORTER

New-car registrations in March were up more than 20,000 units from February but were almost 80,000 below the total for March, 1985, total. Imports gained 6.68 percentage points in market penetration.

March registrations of 848,088 were off 8.50 percent from 926,902 the preceding year, according to figures compiled by R.L. Polk & Co. They were up 3.16 percent from February's total of 822,143.

Record high for the month was 998,369 in 1973.

Domestics plunged to 588,601 in March, down 16.53 percent from 705,203 in 1986, when sales of U.S.-built cars were still on an upward trend.

March import registrations were 259,487, up 17.04 percent from 221,699 last year. Their share of the total market exploded to 30.60 percent from 23.92 percent a year earlier.

Imports also claimed the largest single portion of the market-class divisions. U.S. intermediates were second at 26.59 percent, followed at some distance by compacts at 15.67 percent, subcompacts at 10.46 percent, standards at 8.73 percent and luxury models at 7.95 percent.

The domestics-only market included 38.31 percent intermediates, 22.59 percent compacts, 15.08 percent subcompacts, 12.57 percent standards and 11.45 percent luxury models.

Total first-quarter of 2,582,875 were up 3.79 percent from 2,488,617 in 1985. Domestics were off 2.79 percent, to 1,809,506 from 1,861,480.

Imports were up 23.32 percent, to 773,369 from 627,137. Their share of the three-month market moved up to 29.94 percent from 25.20 percent.

Imports were the only segment to gain market share. The four major domestic makers all lost ground: General Motors dipped 0.01 percentage points, Ford Motor Co. was down 2.08 percentage points, Chrysler Motors dropped 1.99 percentage points and American Motors was off 0.66 percent points.

NEW-CAR MARKET SHARES IN U.S.

	MARCH Regis., March, 1986	Percent Share of Market	Regis., March, 1985	Percent Share of Market	Pct. Pt. Change '86 vs. '85	THREE MONTHS Regis., 3 Mos., 1986	Percent Share of Market	Regis., 3 Mos., 1985	Percent Share of Market	Pct. Pt. Change '86 vs. '85
Chevrolet	119,664	14.11	130,237	14.05	+0.06	375,168	14.53	356,662	14.33	+0.20
Ford	106,180	12.52	133,574	14.41	−1.89	323,056	12.51	337,224	13.55	−1.04
Oldsmobile	79,225	9.34	91,263	9.85	−0.51	250,587	9.70	239,676	9.63	+0.07
Pontiac	66,480	7.84	64,211	6.93	+0.91	197,274	7.64	165,383	6.65	+0.99
Buick	53,562	6.31	71,790	7.74	−1.43	174,402	6.75	200,945	8.07	−1.32
Mercury	36,806	4.34	50,396	5.44	−1.10	111,384	4.31	126,606	5.09	−0.78
Dodge	32,533	3.84	44,123	4.76	−0.92	92,824	3.59	114,375	4.60	−1.01
Chrysler	29,349	3.46	31,299	3.38	+0.08	78,781	3.05	81,425	3.27	−0.22
Plymouth	24,003	2.83	36,987	3.99	−1.16	78,672	3.05	94,854	3.81	−0.76
Cadillac	22,288	2.63	23,684	2.55	+0.08	70,799	2.74	66,923	2.69	+0.05
Lincoln	12,379	1.46	14,832	1.60	−0.14	36,603	1.42	41,769	1.68	−0.26
AMC	6,126	0.72	12,792	1.38	−0.66	19,930	0.77	35,583	1.43	−0.66
GENERAL MOTORS	341,219	40.23	381,185	41.12	−0.89	1,068,230	41.36	1,029,589	41.37	−0.01
FORD MOTOR CO.	155,365	18.32	198,802	21.45	−3.13	471,043	18.24	505,599	20.32	−2.08
CHRYSLER CORP.	85,885	10.13	112,409	12.13	−2.00	250,277	9.69	290,654	11.68	−1.99
AMC	6,126	0.72	12,792	1.38	−0.66	19,930	0.77	35,583	1.43	−0.66
IMPORTS	259,487	30.60	221,699	23.92	+6.68	773,369	29.94	627,137	25.20	+4.74
MISC. DOMESTIC	6	0.00	15	0.00	−0.00	26	0.00	55	0.00	−0.00
TOTAL	848,088		926,902			2,582,875		2,488,617		

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. Oklahoma numbers based on manufacturers' sales records.

Samcor's Ford Laser Sport JEREMY SINEX

Samcor adds three models for South African market

JOHANNESBURG, South Africa — Samcor, South Africa's second-largest automaker, took another major step forward with the recent launch of the Ford Laser hatchback, the Meteor sedan and the Courier one-ton pickup.

The two new Ford cars are essentially re-badged versions of the Mazda 323 (GLC), though the Laser hatchback is completely re-skinned.

The other half of the Samcor partnership introduced the Mazda 323 here last fall.

The Courier is pure Mazda B-Series, differently badged.

Following trend-bucking price reductions on the revamped Ford Sierra range, the new small sedans are also attractively priced.

So are the comparable Mazdas, though they have been indifferent sales performers thus far despite substantial orders from Hertz and Avis.

Soviet Union car-export value climbs 16 pct. for '85

MOSCOW — The value of the Soviet Union's total car exports in 1985 grew by 16 percent over the previous year, according to Avtoexport, the U.S.S.R.'s foreign trade organization.

About 80 percent of the cars exported were delivered to Western Europe, the agency said. Negotiations reportedly were held with firms in several developing countries with the aim of producing Soviet cars there under license.

AUCTION DATES

American Motors

June 10 — High Point Auto Auction, High Point, N.C.

June 11 — Columbus Fair Auto Auction, Columbus, Ohio

June 12 — Todd Auction Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind.; and Corry Auto Auction, Corry, Pa.

June 13 — Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

June 10 — Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Golden Gate Auto Auction, Fremont, Calif.

June 11 — Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; and Minneapolis Auto Auction, Plymouth, Minn.

June 12 — Northway Exchange, Clifton Park, N.Y.

Ford Motor Co.

June 11 — Concord Auto Auction, Acton, Mass., and Salt Lake Auto Auction, Salt Lake City

June 12 — Atlanta Auto Auction, Red Oak, Ga.; Arena Auto Auction, Chicago; Dallas Auto Auction, Dallas; and Southwest Auto Auction, Phoenix, Ariz.

June 18 — Lakeland Auto Auction, Lakeland, Fla., and Brasher's Southern California Auto Auction, Fontana, Calif.

Used Car Sales
Auction Averages

June to date	$5,165
Month ago	$5,118
Year ago	$5,224

Model Breakdown
Auction Averages

	JUN., 1986	MAY, 1986	APR., 1986
1986	$11,429	$11,292	$11,496
1985	$8,627	$8,650	$8,803
1984	$6,388	$6,384	$6,363
1983	$5,529	$5,516	$5,515
1982	$4,378	$4,361	$4,308
1981	$3,423	$3,423	$3,458
1980	$2,566	$2,560	$2,516
1979	$2,194	$2,195	$2,1[illegible]
Overall Average	$5,165	$5,143	$5,093

General Motors

June 10 — Denver Auto Auction, Englewood, Colo.; Florida Auto Auction of Orlando, Orlando, Fla.; and 166 Auto Auction, Springfield, Mo.

June 11 — Brasher's Auto Auction, Fontana, Calif., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Nissan

June 19 — Nashville Auto Auction, Nashville, Tenn.

Profits increase 24 pct. in 1985 for Australia's JRA

SYDNEY, Australia — JRA Ltd., Austin Rover's wholly owned subsidiary here, reported an operating profit of $19.9 million for 1985, an increase of 24 percent over the previous year.

Sales revenues were up 18 percent to $182 million. The figures are in U.S. dollars.

The result makes JRA the country's second most profitable auto company after Ford. It may also hasten the company's move to go private, which is the general policy of the parent BL Group and its sole effective shareholder, the British government.

Following the successful separation of Jaguar from BL, there have been well-publicized setbacks in Austin Rover, Land Rover, Leyland and Unipart going private.

Although JRA is relatively small, its sale — a management buy-out is rumored — could keep alive the move to go private.

JRA, formerly Leyland Australia, sells Jaguar, Range Rover, Peugeot and Leyland and Hino commercial vehicles.

13 for Taurus

LOS ANGELES — Ford Taurus received Auto Expo's "Design of the Year" award, the 13th award it has received since its introduction last December.

USED-CAR AUCTION DIRECTORY

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SALES

Imports at peak; domestics slip

By Jenny L. King
DETROIT REPORTER

New-car sales in May continued the months-long trend of growth for imports and no growth for domestics.

Imports set an any-month sales record in May.

Consumer incentives offered by domestic dealers did not produce the volume anticipated. Sales declined in two of the three May reporting periods and were off 2.64 percent for the month.

Sales of domestic cars totaled 786,268, off 2.64 percent from 807,590 last year. Third-period domestic sales were down 10.96 percent, following a mid-month decline and an early-May increase.

With 26 selling days both years, the daily rate was off 2.64 percent, to 30,241 from 31,061.

Import sales climbed 6.96 percent, to 286,194 from 267,582 in 1985. It was both a record for the month and an all-time high for imported cars. The May 1985 total was the previous any-month peak.

Import penetration of the U.S. market was 26.69 percent, up from 24.52 percent the preceding year and up from 25.98 percent in April.

The industry total for the month was 1,072,462, down 0.25 percent from 1,075,172 last year.

Year-to-date domestic sales totaled 3,403,718, off 6.43 percent from 3,637,733 in 1985. Imports soared to 1,243,447, 16.24 percent ahead of the year-ago 1,069,737.

The industry total at the end of five months was 4,647,165, down 1.28 percent from 4,707,470.

Chrysler Motors and Honda were the only domestic automakers whose May sales were above their 1985 totals. Chrysler was up 10.09 percent, to 107,867 from 97,981. Honda was up 6.86 percent, to 16,132 from 15,096.

Where auto market w's, May, 1986

	Total Sales	Pct. of Total
SUBCOMPACT	141,385	13.18%
COMPACT	171,859	16.02%
INTERMEDIATE	301,856	28.15%
STANDARD	97,122	9.06%
LUXURY	74,046	6.90%
IMPORT	286,194	26.69%
TOTAL	1,072,462	100.00%

U.S. CAR SALES BY MARKETING UNITS

	May 1986	May 1985	5 Mos. 1986	5 Mos. 1985
Chevrolet	174,183	167,593	741,439	733,964
Ford	127,784	136,321	561,072	612,919
Oldsmobile	115,598	112,732	469,216	476,830
Pontiac	86,959	88,538	370,833	355,209
Buick	72,238	85,754	315,019	389,588
American Honda	54,961	50,758	256,873	238,795
Mercury	45,646	46,190	208,451	229,907
Dodge	45,540	40,223	200,530	216,610
Toyota	62,435	69,846	230,539	231,807
Nissan	48,286	53,512	211,434	201,348
Chrysler	31,449	35,637	145,254	153,280
Plymouth	39,711	27,967	167,754	175,976
VWoA	29,514	32,202	124,457	120,275
Cadillac	27,867	30,872	125,091	124,296
Subaru	14,505	14,441	79,318	63,945
Lincoln	13,703	12,036	64,059	66,957
Hyundai	13,963	0	37,265	0
Volvo	10,346	10,125	51,823	48,088
Mazda	16,853	15,792	88,841	70,175
BMW	8,387	7,968	37,383	34,530
Mercedes	7,772	8,491	38,108	36,423
AMC-Renault	5,364	10,637	31,306	57,162
Saab	4,292	3,413	18,977	16,076
Mitsubishi	3,857	5,237	19,771	16,858
Porshce	2,440	2,284	11,529	10,354
Jaguar	2,191	1,714	9,002	7,609
Isuzu	1,712	1,721	13,570	9,089
Yugo	1,560	0	9,825	0
Peugeot	1,017	1,789	5,510	6,261
Alfa Romeo	615	609	2,216	2,127
Maserati	163	138	700	1,493
TOTAL	1,072,462	1,075,172	4,647,165	4,707,470

Chevrolet includes Sprint and Spectrum. Honda combines imports and domestics and Acura. Dodge includes Colt, Conquest, Vista. Plymouth includes Colt, Conquest, Vista. VWoA includes Audi. Nissan includes Sentras built in the U.S. Mercury includes Merkur.

IMPORTED CAR SALES

	May 1986	May 1985	5 Mos. 1986	5 Mos. 1985
Acura	4,082	0	8,847	0
Alfa Romeo	615	609	2,216	2,127
Audi	5,599	8,050	27,336	30,362
BMW	8,387	7,968	37,383	34,530
Chevrolet Spectrum	8,147	4,490	35,724	18,399
Chevrolet Sprint	7,139	1,445	29,428	6,712
Dodge Colt	2,838	1,841	20,224	11,827
Dodge Conquest	252	341	1,235	1,178
Dodge Vista	1,481	852	7,058	3,389
Honda	34,747	35,662	173,816	167,885
Hyundai	13,963	0	37,265	0
Isuzu	1,712	1,721	13,570	9,089
Jaguar	2,191	1,714	9,002	7,609
Maserati Biturbo	163	138	700	1,493
Mazda	16,853	15,792	88,841	70,175
Mercedes-Benz	7,772	8,491	38,108	36,423
Merkur	1,554	631	6,390	1,986
Mitsubishi	3,857	5,237	19,771	16,858
Nissan	47,340	51,251	186,281	197,820
Peugeot	1,017	1,789	5,510	6,261
Plymouth Colt	2,626	1,704	18,593	11,261
Plymouth Conquest	207	318	1,138	1,119
Plymouth Vista	1,429	790	6,691	3,339
Porsche	2,440	2,284	11,529	10,354
Renault	247	574	1,826	3,798
Saab	4,292	3,413	18,977	16,076
Subaru	14,505	14,441	79,318	63,945
Toyota	62,435	69,846	230,539	231,807
Volkswagen	16,398	16,065	64,483	55,827
Volvo	10,346	10,125	51,823	48,088
Yugo	1,560	0	9,825	0
TOTAL	286,194	267,582	1,243,447	1,069,737

DOMESTIC CAR SALES

	May 21 to May 31, 1986	Same Period, 1985	May 1986	Same Month, 1985	Jan. 1 to May 31, 1986	Same Period, 1985
Alliance	0	0	3,718	5,498	20,683	24,326
Encore	0	0	846	3,805	5,424	15,785
Total Renault	0	0	4,617	9,303	26,107	40,111
Eagle	0	0	553	760	3,373	4,431
Total AMC	0	0	553	760	3,373	4,431
AMERICAN MOTORS	2,247	4,113	5,117	10,063	29,480	53,364
Horizon	5,473	2,225	12,956	5,951	40,683	44,431
Turismo	1,502	1,617	3,763	4,170	18,420	27,721
Reliant	4,668	3,448	12,896	9,727	58,527	62,277
Caravelle	1,364	1,179	3,987	3,158	16,883	16,323
Plymouth	682	744	1,847	2,149	6,819	9,505
Total Plymouth	13,689	9,213	35,449	25,155	141,332	160,257
Laser	1,071	1,243	2,938	3,685	12,526	25,912
LeBaron K	3,539	3,438	9,387	9,017	43,365	39,403
LeBaron GTS	1,373	3,356	4,340	8,819	28,318	24,593
Fifth Avenue	4,051	3,650	9,927	9,022	38,730	39,663
E-Class	0	0	0	0	0	18,318
New Yorker	1,727	1,944	4,857	5,094	22,315	5,094
Total Chrysler	11,761	13,631	31,449	35,637	145,254	152,983
Omni	4,550	2,220	11,091	5,661	36,260	37,467
Charger	1,707	1,763	4,238	4,564	19,845	30,004
Daytona	1,609	1,317	4,154	3,595	16,308	24,121
Aries	2,894	3,128	8,475	8,145	40,548	49,741
Lancer	1,090	2,316	3,027	5,878	20,716	17,289
Dodge 400-600	0	0	0	0	0	3,012
Diplomat	922	1,431	2,886	3,941	12,020	16,630
Dodge 600	2,360	2,100	7,098	5,405	26,316	21,952
Total Dodge	15,132	14,275	40,969	37,189	172,013	200,216
CHRYSLER CORP.	40,582	37,119	107,867	97,981	458,599	513,456
EXP	0	701	0	2,061	0	13,052
Escort	13,527	23,980	38,459	54,413	163,939	166,973
Mustang	6,720	5,938	18,546	14,277	74,884	69,822
Tempo	7,087	7,175	20,376	17,349	107,397	139,650
Taurus	8,564	0	22,940	0	79,158	0
Thunderbird	4,454	6,016	13,029	15,770	61,373	68,050
LTD	686	6,504	2,183	18,411	18,855	86,323
Crown Victoria	4,137	5,272	12,251	14,040	55,466	69,049
Total Ford Division	45,175	55,586	127,784	136,321	561,072	612,919
Lynx	2,210	4,629	5,636	10,399	28,141	33,758
Topaz	2,368	1,823	6,122	4,199	27,204	37,958
Sable	3,861	0	10,028	0	36,949	0
Cougar XR-7	4,323	4,665	11,039	11,564	49,190	46,150
Capri	443	407	1,192	1,218	5,292	6,754
Marquis	293	3,282	922	8,130	8,164	40,744
Grand Marquis	3,836	4,079	10,707	10,680	47,121	56,727
Total Mercury	17,334	18,885	45,646	46,190	202,061	227,921
Continental	615	667	1,699	1,757	8,055	13,084
Lincoln	3,673	3,157	10,186	9,014	47,709	45,681
Mark VII	708	530	1,818	1,265	8,295	8,192
Total Lincoln	4,996	4,354	13,703	12,036	64,059	66,957
Total L-M Division	22,330	23,239	59,349	58,226	266,120	294,878
FORD MOTOR COMPANY	67,505	78,825	187,133	194,547	827,192	907,797
Skyhawk	2,873	3,053	7,682	6,379	29,787	41,286
Skylark	0	1,857	0	6,098	0	45,794
Somerset Regal	4,609	6,875	12,540	16,785	49,676	48,778
Century	8,074	11,198	22,163	22,462	100,277	93,139
Regal	2,589	4,648	7,040	10,263	35,023	44,952
LeSabre	4,683	5,360	11,500	12,601	40,284	63,874
Electra	4,155	2,888	9,973	6,702	53,013	29,734
Riviera	577	2,046	1,340	4,464	6,959	22,031
Total Buick	27,560	37,931	72,238	85,754	315,019	389,588
Cimarron	999	597	2,386	1,655	9,222	9,930
Seville	781	2,022	1,707	4,651	6,882	14,237
Cadillac	7,611	5,740	21,900	15,082	99,977	70,303
Eldorado	432	3,876	1,874	9,484	9,010	29,826
Total Cadillac	9,823	12,235	27,867	30,872	125,091	124,296
Chevette	1,818	3,206	6,046	10,151	32,531	53,943
Nova	4,963	1	14,131	1	60,110	1
Cavalier	13,704	16,943	37,749	46,764	168,173	206,973
Citation	35	1,195	124	5,406	897	31,486
Camaro	6,792	6,858	20,503	20,864	76,776	90,196
Celebrity	14,890	11,971	42,709	37,184	178,559	147,842
Monte Carlo	3,649	3,584	10,963	11,859	45,359	50,907
Chevrolet	7,639	8,547	22,755	25,552	96,719	110,243
Corvette	1,280	1,311	3,917	3,876	15,163	17,262
Total Chevrolet	54,770	53,616	158,897	161,658	676,287	708,853
Firenza	1,346	1,389	4,267	3,569	16,213	26,761
Calais	4,177	8,503	13,645	22,537	52,418	60,941
Cutlass Ciera	9,689	12,451	34,009	33,186	144,321	143,148
Cutlass Supreme	8,209	7,460	24,702	21,315	99,051	94,545
Olds 88	8,534	6,939	29,270	19,211	93,104	90,797
Olds 98	2,703	3,614	8,409	9,971	57,958	45,452
Toronado	568	1,059	1,296	2,943	6,151	15,175
Total Oldsmobile	35,226	41,415	115,598	112,732	469,216	476,819
Fiero	3,029	4,440	7,284	9,199	30,378	46,438
1000	648	1,108	1,533	2,658	8,768	10,160
Sunbird	5,867	6,613	13,194	14,890	48,121	56,800
Phoenix	0	0	0	0	0	896
Firebird	4,520	5,794	11,053	12,930	42,588	47,621
Grand Am	9,325	5,974	22,908	12,807	91,304	49,510
6000	7,155	8,750	17,698	17,755	74,594	66,513
Bonneville	1,434	2,899	3,804	5,711	19,201	23,694
Grand Prix	1,501	2,722	3,579	5,818	18,645	24,899
Parisienne	2,394	3,420	5,906	6,770	37,234	28,678
Total Pontiac	35,873	41,720	86,959	88,538	370,833	355,209
GENERAL MOTORS	163,252	186,917	451,559	479,554	1,956,446	2,054,765
VOLKSWAGEN	3,441	4,332	7,517	8,088	32,638	34,041
HONDA	9,477	9,282	16,132	15,096	74,210	70,910
NISSAN	284	1,461	943	2,261	25,153	3,528
DOMESTIC TOTAL	286,788	251,335	786,268	807,590	3,403,718	3,637,733
IMPORT TOTAL			286,194	267,582	1,243,447	1,069,737
INDUSTRY TOTAL			1,072,462	1,075,172	4,647,165	4,707,470

Toyota prices climb $348; Mazda, $220

By John K. Teahen Jr.
SENIOR EDITOR

Toyota and Mazda jumped back into the price cauldron last week by posting the fourth increases on their U.S. models since the beginning of the 1986 model year.

Toyota cars went up an average of $348, or 3.2 percent. Mazda cars rose an average of $220, or 1.9 percent.

Both companies attributed the increases to the appreciation of the Japanese yen against the dollar.

For Mazda, the four hikes on 1986 models have totaled $1,408 per car, or 15.62 percent, according to an Automotive News analysis. Toyota's cumulative boosts also are estimated to be in the $1,400 range, although an exact tabulation was not available at presstime.

Toyota and Mazda continued the new round of Japanese price hikes that began with Honda on May 19. American Honda Motor Co. boosted stickers an average of $238 on Honda and $344 on Acura. It was the fourth increase on '86 Honda models and the first on Acura. Acura entered the U.S. market in March.

Toyota's hike, which was announced last Friday, had been expected on almost a day-to-day basis in recent weeks. Toyota executives in Japan have talked of declining profits.

At midweek, Toyota President Shoichiro Toyoda said that pre-tax earnings for the year ending June 30 "will be far less than projected in February." He mentioned an expected dip of about 22 percent.

Toyota and Mazda also raised truck prices last week. Toyota's truck hike averaged $184, or 2.1 percent. Toyota said its combined car-truck increase averaged $284, or 2.8 percent.

Mazda's boosted trucks an average of $78, or one percent. Its combined car-truck figure is $163, or 1.6 percent.

Toyota's lowest-priced car, the base Tercel hatchback, is unchanged at $5,798. Also, there were no changes in the prices of the Supra sport hatchbacks, which start at $17,990.

Toyota increases ranged from $100 on the Tercel Deluxe three-door hatchback to $800 on the Cressida four-door sedan and five-door wagon. The Tercel Deluxe now is $7,038, and the Cressida sedan is $18,280.

Toyota's base two-wheel pickup truck was not increased last week. It stays at $6,298. The Cargo Van also was spared an increase.

Last week's Mazda boosts ranged from $100 to $400 on cars. By series, the 323 models rose $100 to $200, the 626 line went up $100 to $300 and there were hikes of $400 on the base RX-7 sports car and on the RX-7 2.2.

The 323 base two-door hatchback now is $5,895 and the 323 Deluxe models are $7,545 for the hatchback and $8,095 for the four-door sedan. Starting prices in the 626 series are $9,595 for the sedan and $9,645 for the coupe. The RX-7 is priced from $13,995.

The top model in the Mazda lineup, the RX-7 Turbo coupe is unchanged at $20,195.

Truck prices were increased $100 on the base and SE models, both short bed and long bed, and on the base Cab Plus. There were no changes in the prices of the LX trucks. Mazda pickups now start at $6,395.

PRODUCTION

May output dips 10 pct.

Kathy Boyer
DETROIT REPORTER

Production of 695,116 cars in the United States during May plunged 10.51 percent below the 776,881 built in May 1985.

The year-ago total was the best May output since 1979.

Last month's production, 6.05 percent below April's, was the lowest of any month this year and also was the lowest May output since 1983.

Contributing to the decrease were production cuts; model changeover at Chrysler Motors and Nissan Motor Manufacturing Co. U.S.A.; and Memorial Day.

Last week's scheduled output of 170,114 cars was 23.89 percent more than the previous week's 137,316 (a holiday week) but was 3.77 percent below the year-ago week's 176,787.

So far this year, 3,733,117 cars have been built, 4.19 percent below the 3,896,395 completed last year at this point.

Companies shared last week's estimated production as follows: General Motors, 54.96 percent; Ford Motor Co., 23.41 percent; Chrysler, 14.58 percent; Honda of America Manufacturing Co., 2.57 percent; New United Motor Manufacturing Inc., 2.12 percent; Volkswagen of America, 1.18 percent; and American Motors, 1.18 percent.

Nissan's car line at its Smyrna, Tenn., plant remains down for model changeover.

GM's Van Nuys, Calif., plant will be down this week (June 9) for inventory adjustment.

The plant assembles the Chevrolet Camaro and Pontiac Firebird.

Ford has scheduled daily overtime this week at all of its plants.

Saturday (June 7) overtime is scheduled at Chrysler's St. Louis (No. 2) and Belvidere, Ill., plants.

The same facilities, along with Chrysler's Newark, Del., plant are slated for daily overtime this week.

May truck build matches '85

Domestic truck production of 319,659 units during May was 2.02 percent below April's 326,282 — the record build for that month.

Last month's output was 0.99 percent below the 322,881 assembled in May 1985.

Last week's scheduled output of 75,305 trucks was 3.09 percent more than the previous week's 73,050 (a holiday week), but it was 2.31 percent below the year-ago week's 77,086.

So far this year, 1,625,334 trucks have been assembled, 3.99 percent more than the 1,562,936 built last year at this time.

Navistar International ended production of its Cargo Star last week.

A company spokesperson said it now has two replacement trucks that are built on contract by Nissan Diesel for Navistar.

Canada's 500,000th is 'early'

Canadian automakers assembled their 500,000th car of the year June 3, two weeks ahead of 1985.

So far this year, 516,200 cars have been built, 9.17 percent more than the 472,833 produced last year at this time.

Last month's output was 9.56 percent below April's 110,351 and 7.29 percent below the year-ago month's 107,648.

May production of 99,792 cars was the lowest for that month since 1982.

Last week's estimated production of 25,550 cars was 15.06 percent more than the previous week's 22,206 but 1.00 percent below the year-ago week's 25,809.

Canadian truck production of 77,301 units during May dipped 9.75 percent from April's 85,661 and was 3.26 percent below the year-ago month's 79,911.

Scheduled production of 19,172 trucks last week was 15.02 percent more than the previous week's 16,668 and was almost identical to the year-ago week's 19,166.

CANADIAN CAR	Week Ended June 7, 1986	Week Ended June 8, 1985	Week Ended May 31, 1986	May Total	Jan. 1, to June 8, 1985	Jan. 1, to June 7, 1986
AMERICAN MOTORS	0	410	0	334	5,062	2,405
FORD MOTOR	11,645	11,395	11,467	47,396	228,983	250,509
GENERAL MOTORS	13,680	13,796	10,514	51,117	233,825	258,410
VOLVO	225	208	225	945	4,943	4,876
Total Cars, Canada	25,550	25,809	22,206	99,792	472,833	516,200

U.S. TRUCK☆	Week Ended June 7, 1986	Week Ended June 8, 1985	Week Ended May 31, 1986	May Total	Jan. 1, to June 8, 1985	Jan. 1, to June 7, 1986
CHEVROLET	22,465	27,544	29,271	96,480	533,920	554,934
DODGE	3,000	5,478	2,926	11,456	96,261	20,731
FORD	31,408	26,058	26,440	132,565	554,250	663,278
GMC	7,362	8,059	5,568	31,219	164,159	163,806
NAVISTAR	1,600	1,641	1,319	6,638	36,743	33,924
JEEP	3,300	4,243	2,421	14,883	90,119	84,956
NISSAN	3,820	2,274	3,055	16,078	45,571	52,083
AM GENERAL*	50	50	50	220	1,110	1,122
MISCELLANEOUS*	2,300	1,739	2,000	10,120	40,803	50,500
Total Trucks, U.S.	75,305	77,086	73,050	319,659	1,562,936	1,625,334

CANADIAN TRUCK	Week Ended June 7, 1986	Week Ended June 8, 1985	Week Ended May 31, 1986	May Total	Jan. 1, to June 8, 1985	Jan. 1, to June 7, 1986
AMERICAN MOTORS	885	0	931	3,382	0	10,599
CHRYSLER	8,704	8,925	6,201	34,876	189,489	193,049
FORD	3,648	3,672	3,648	15,073	79,566	79,192
GENERAL MOTORS	5,760	6,301	5,677	23,046	132,395	132,628
NAVISTAR	175	268	211	924	5,520	4,485
Total Trucks, Canada	19,172	19,166	16,668	77,301	406,970	419,953
N. American Trucks	94,477	96,252	89,718	396,960	1,969,906	2,045,287

☆—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended June 7, 1986	Week Ended June 8, 1985	Week Ended May 31, 1986	May Total	Jan. 1, to June 8, 1985	Jan. 1, to June 7, 1986
AMERICAN MOTORS	2,000	3,763	1,633	5,713	50,703	24,258
Renault Total	2,000	3,763	1,633	5,713	50,703	24,258
Alliance	1,700	2,220	1,459	5,096	31,213	21,243
Encore	300	1,543	174	617	19,490	3,015
CHRYSLER CORP.	24,800	32,358	22,798	108,529	629,545	623,751
Plymouth Total	8,000	8,667	7,643	36,999	183,298	183,443
Horizon	3,500	3,292	3,427	15,866	66,586	71,644
Reliant	3,500	3,653	2,938	15,634	82,162	79,850
Caravelle	600	1,234	878	3,593	25,605	24,227
Gran Fury	400	488	400	1,906	8,945	7,722
Chrysler Total	7,200	11,114	6,579	28,797	207,844	206,962
LeBaron	2,200	2,278	1,893	9,209	49,840	53,387
LeBaron GTS	1,200	2,681	645	692	44,987	28,822
Laser	500	1,612	672	3,320	25,491	22,855
New Yorker/E-Class	1,000	1,859	1,037	5,843	33,933	41,148
Fifth Avenue	2,300	2,684	2,332	9,733	53,593	60,750
Dodge Total	9,600	12,577	8,576	42,733	238,403	233,346
Omni	3,500	2,928	2,676	13,783	67,065	70,033
Aries	2,700	3,504	2,520	12,689	66,740	59,696
Daytona	1,000	1,520	963	4,947	22,947	24,089
Dodge 600	1,000	1,798	1,094	7,144	33,244	38,092
Lancer	500	1,724	422	477	32,615	25,614
Diplomat	900	1,103	901	3,693	15,792	15,822
FORD MOTOR	39,830	32,528	29,708	161,713	797,059	826,779
Ford Division	26,630	21,176	19,463	111,534	531,368	564,716
Escort	7,882	7,416	6,381	33,782	146,856	179,995
Mustang	4,071	4,023	3,022	17,332	83,703	90,071
LTD	0	2,889	0	0	109,460	0
Taurus	8,140	0	4,484	28,126	0	125,693
Thunderbird	2,461	2,848	2,046	13,947	93,555	75,927
Crown Victoria	0	0	0	0	7,122	0
EXP	0	0	0	0	3,838	0
Tempo	4,076	4,000	3,530	18,347	86,834	93,030
L-M Division	13,200	11,352	10,245	50,179	265,691	262,063
Mercury Total	9,535	7,791	7,304	34,742	191,033	179,150
Lynx	1,499	1,642	1,179	6,054	33,499	29,829
Capri	366	124	525	637	7,518	7,139
Marquis	0	1,585	0	0	54,514	0
Sable	2,631	0	1,982	12,091	0	57,775
Cougar	3,666	3,291	2,804	11,567	64,146	56,353
Grand Marquis	0	0	0	0	4,733	0
Topaz	1,373	1,149	814	4,393	26,521	28,054
Lincoln Total	3,665	3,561	2,941	15,437	74,658	82,913
Continental	409	487	326	1,711	13,035	9,364
Lincoln	2,750	2,672	2,207	11,578	53,367	62,193
Mark VII	506	402	408	2,148	8,256	11,356
GENERAL MOTORS	93,509	100,586	74,573	376,030	2,287,687	2,032,464
Buick Total	18,384	19,860	14,475	74,592	460,092	349,035
Skylark (X-car)	0	0	0	0	40,953	0
Skyhawk	1,895	2,245	1,469	7,710	50,513	40,004
Somerset/Skylark	2,800	1,753	2,119	10,350	57,718	47,662
Century	5,005	6,028	4,387	22,676	117,444	113,881
Regal	2,219	3,333	1,772	8,590	54,835	27,693
Wagon/LeSabre (rwd)	345	2,996	255	1,445	64,661	6,489
LeSabre	3,870	0	2,701	14,589	0	55,197
Riviera	685	1,546	471	2,731	30,358	10,917
Electra	1,565	1,959	1,301	6,501	43,590	47,192
Cadillac Total	8,679	7,734	6,838	34,956	170,009	151,293
Cimarron	640	652	517	2,703	13,269	12,419
Seville	615	687	450	2,511	18,297	9,213
Eldorado	615	1,342	435	2,521	34,223	10,649
Cadillac (rwd)	2,784	1,165	2,174	10,353	25,958	42,103
DeVille (fwd)	4,025	3,888	3,262	16,868	78,262	76,909
Chevrolet Total	26,210	34,201	22,109	110,539	785,350	643,688
Chevette	2,200	3,418	1,611	7,152	73,430	50,964
Cavalier	8,700	11,053	7,096	36,157	226,133	193,479
Celebrity	4,720	5,692	4,436	23,616	130,815	133,444
Camaro	4,196	4,966	3,806	16,341	106,421	96,138
Citation	0	0	0	0	28,697	0
Monte Carlo	2,200	2,467	1,736	9,152	70,013	52,376
Chevrolet	3,554	5,601	2,905	15,430	129,788	104,731
Corvette	640	1,004	519	2,691	20,053	12,556
Oldsmobile Total	21,630	24,504	16,239	86,583	570,752	507,111
Firenza	405	1,055	412	2,381	32,159	21,236
Cutlass Supreme	1,801	6,395	1,536	8,264	103,748	76,776
Cutlass Ciera	6,160	6,876	3,899	20,503	170,127	123,429
88 (rwd)	312	5,101	208	1,941	107,842	10,059
88 (fwd)	8,472	0	6,508	35,143	0	152,577
Olds 98	1,780	2,183	1,497	7,507	64,749	53,490
Calais	2,000	2,228	1,816	8,850	73,049	58,460
Toronado	700	666	363	1,994	19,078	8,084
Pontiac Total	18,606	14,287	14,912	69,360	301,484	381,337
Acadian**	0	170	679	1,807	6,362	8,368
2000 Sunbird	3,140	1,338	2,663	12,973	62,791	65,306
1000	1,120	772	1,075	1,793	13,874	14,673
Firebird	3,608	2,664	2,140	8,887	56,363	52,899
6000	3,255	1,508	2,551	13,682	20,191	69,547
Parisienne	945	2,281	806	4,191	32,104	34,605
Fiero	1,738	2,677	1,185	5,886	51,783	35,257
Grand Am	4,800	2,877	3,713	20,141	58,016	100,682
HONDA	4,375	3,029	3,376	16,876	72,746	83,809
NISSAN	0	1,154	0	0	6,069	21,517
NUMMI*	3,600	1,050	3,600	17,855	7,750	80,308
VOLKSWAGEN	2,000	2,319	1,628	8,400	44,836	40,231
Total Cars, U.S.	170,114	176,787	137,316	695,116	3,896,395	3,733,117
Total Cars, Canada	25,550	25,809	22,206	99,792	472,833	516,200
N. American Cars	195,664	202,596	159,522	794,908	4,369,228	4,249,317
N. American Trucks	94,477	96,252	89,718	396,960	1,969,906	2,045,287
North American Cars and Trucks	290,141	298,848	249,240	1,191,868	6,339,134	6,294,604

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

Toyota affiliate slates output of Stirling engine

TOKYO — Aisin Seiki Co. said it has developed a Stirling engine and will start commercial production in 1988.

Aisin Seiki is part of the Toyota Motor Corp. group. It said that initial production of the external combustion engine, called the "next generation engine," will be for heat-pump air conditioning systems.

In addition to petroleum, the Stirling engine can burn a variety of fuels including gas and coal. The engine also could be be used for automobiles and construction and industrial machinery in the future, the firm said.

The company said it has achieved output of 30 kilowatts or 40 horsepower, thermal efficiency of 35 percent and life of 10 years or 30,000 hours.

Aisin is owned 20.9 percent by Toyota and 5.2 percent by Toyoda Automatic Loom Works Ltd., (which is 23.1 percent owned by Toyota). Aisin recently announced that it will build a plant in the United States to supply Toyota's new assembly plants in Georgetown, Ky., and Cambridge, Ontario, with automotive components.

Seventy percent of Aisin's output here is supplied to Toyota. The firm's main products are transmissions, clutches, brakes, chassis parts and other high-function components.

Toyota calls sales unhurt by hikes

TOKYO — Toyota Motor Corp. has experienced no adverse sales effects from this year's price increases in the United States and its dealers are complaining of short supplies, according to Kaneyoshi Kusunoki, Toyota vice president.

Meanwhile, Eiji Toyoda, Toyota chairman, once again expressed his opposition to the current voluntary restraints on exports to the United States, aimed at reducing Japan's trade surplus with the United States.

Kusunoki, who has been appointed head of Toyota's new production operations in the United States and Canada, said Toyota plans to "slightly increase" its U.S. sales network, which now numbers 1,100 dealerships.

Kusunoki also said the company's first U.S.-produced car carrying the Toyota nameplate will go on sale in September and will serve as a test for Toyota's future North American operations. The car, based on the Toyota Corolla, will be built by New Motor Manufacturing Inc., the company's joint venture with General Motors in Fremont, Calif.

Crain Communications names 3 vice presidents

CHICAGO — Crain Communications Inc., publisher of Automotive News and 25 other publications, has named three new vice presidents.

They are Robert C. Adams, corporate production director; David Persson, publisher of Electronic Media; and Bryan Todd, managing director, London.